

Message Text

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PAGE 01 KUWAIT 04841 130459Z

17

ACTION NEA-10

INFO OCT-01 ISO-00 EB-04 RSC-01 /016 W

----- 085960

R 130416Z NOV 74

FM AMEMBASSY KUWAIT

TO USDOC WASHDC

SECSTATE WASHDC 1463

USDA WASHDC

INFO AMEMBASSY ABU DHABI

USINT ALGIERS

AMEMBASSY AMMAN

AMEMBASSY BEIRUT

AMEMBASSY CAIRO

AMEMBASSY DAMASCUS

AMCONSUL DHAHRAN

AMEMBASSY DOHA

AMEMBASSY JIDDA

AMEMBASSY MANAMA

AMEMBASSY TEHRAN

LIMITED XFFICIAL USE KUWAIT 4841

USDA FOR FAS/DAN SHEPPARD; NEA/RA FOR MONTGOMERY

EO 11652: NA

TAGS: BEXP KU

SUBJ: KUWAIT TIGHTENS UP ON TRADE MISSION

REF: TEHRAN 7466 (NOTAL)

1. EMBOFF INFORMED BY SENIOR STAFF MEMBER KUWAIT CHAMBER OF COMMERCE AND INDUSTRY, ZUHAIR NAJJAR, THAT KUWAIT INSTITUTIONS HEAVILY TAXED BY OVERWHELMING NUMBERS TRADE AND INVESTMENT MISSIONS AND AS RESULT GOK AND CHAMBER TAKING STEPS TO GET CONTROL OF SITUATION.

2. ACCORDING NAJJAR, MEETING WAS HELD ON NOV 9 AT MINISTRY FOREIGN AFFAIRS TO CONSIDER SITUATION. IN ATTENDANCE WERE LIMITED OFFICIAL USE

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PAGE 02 KUWAIT 04841 130459Z

SEVERAL MFA DEPARTMENT HEADS, INCLUDING PROTOCOL AND ECONOMIC

AFFAIRS, AND REPS FROM MIN COMMERCE AND INDUSTRY AND KUWAIT CHAMBER.

3. GROUP DECIDED ISSUE GUIDELINES TO ALL EMBASSIES GIVING REQUIREMENTS FOR MISSIONS IF FULLY GOK AND CHAMBER SUPPORT DESIRED. SPECIFICALLY, NAJJAR MENTIONED THEY WANT INFORMATION FIVE WEEKS IN ADVANCE MISSION ARRIVAL CONCERNING MISSION COMPOSITION, INTERESTS, GOALS, TYPES OF APPOINTMENTS DESIRED, AND ANY OTHER INFORMATION RELEVANT FOR MISSION PLANNING. MISSIONS WHICH CAN'T OR WON'T SUPPLY SUCH ADVANCE INFORMATION CANNOT RPT CANNOT BE ASSURED OF GETTING GOK AND CHAMBER SUPPORT. WE SHALL PROVIDE WASHINGTON WITH KUWAIT'S OFFICIAL GUIDELINES WHEN RECEIVED.

4. REQUEST THE FOREGOING BE PASSED TO INDIVIDUALS RESPONSIBLE FOR PLANNING FUTURE MISSIONS TO KUWAIT INCLUDING TEXAS IOGA, TIME GROUP, OPIC MISSION, AND ANY OTHERS CONTEMPLATING MISSIONS TO KUWAIT.

5. COMMENT: OUR SITUATION SIMILAR TO THAT REPORTED IN REFTEL. NAJJAR CLAIMED HE HAS HANDLED THIRTEEN MISSIONS IN TWO WEEK PERIOD FROM COUNTRIES AS DIVERSE AS IRELAND AND ZAIRE. IT BECOMING OBVIOUS HE AND OTHERS RESPONSIBLE FOR WORKING WITH THESE MISSIONS FEELING THE STRAIN. KUWAITIS GROWING WEARY OF GROUPS COMING HERE FOR LESS THAN 48 HOURS AND YET WISHING MEETINGS WITH MINISTERS AND OTHER KEY OFFICIALS AND REQUESTING KUWAITIS HOST SOCIAL EVENTS IN THEIR HONOR. THEY ESPECIALLY ANNOYED WITH MISSIONS WHICH HAVE NOT DONE ANY PRIOR HOMEWORK ON AREA AND ARE UNPREPARED PRESENT THEM WITH SPECIFIC PROPOSALS. WHILE WE APPRECIATE IMPORTANCE OF US COMPANIES VISITING KUWAIT AND THAT QUALITY SENIOR EXECUTIVES REPRESENTING THEM PRESENTS GREAT POSSIBILITIES FOR FUTURE COLLABORATION BETWEEN KUWAITI AND US COMPANIES, KUWAITIS APPEAR WANT PROPOSALS NOW AND NO LONGER IMPRESSED WITH HIGH-LEVEL CHARACTER OF US AND OTHER DELEGATIONS VISITING HERE. FOR THESE REASONS BELIEVE IT EXTREMELY IMPORTANT THAT STATE AND COMMERCE ATTEMPT INFLUENCE MISSIONS REQUESTING USG SUPPORT TO TRY TAKE INTO ACCOUNT AS MUCH AS POSSIBLE KUWAITI GUIDELINES AND SENSITIVITIES.
STOLTZFUS

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: INVESTMENT OPPORTUNITIES, TRADE VISITS
Control Number: n/a
Copy: SINGLE
Draft Date: 13 NOV 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: cunninfx
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974KUWAIT04841
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D740326-0743
From: KUWAIT
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19741148/aaaabohv.tel
Line Count: 99
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION NEA
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: TEHRAN 7466 (NOTAL)
Review Action: RELEASED, APPROVED
Review Authority: cunninfx
Review Comment: n/a
Review Content Flags:
Review Date: 13 AUG 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <13-Aug-2002 by elyme>; APPROVED <14 MAR 2003 by cunninfx>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: KUWAIT TIGHTENS UP ON TRADE MISSION
TAGS: BEXP, KU
To: COM STATE
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005